



HOD877 – Nationwide IT Services Provider For Sale – South East UK

An opportunity has arisen to acquire a reputable IT support and development services provider with a UK-wide client base and a proven record for innovation and resilience in the constantly evolving IT sector. Throughout its 25+ year trading history, this business has secured a stable, longstanding client base of trade customers serving the hospitality, retail and leisure sectors, with high barriers to entry.

This company delivers its services through Primary Contracts with its trade customers, who cater to the systems, manufacturing and distribution requirements of the hospitality, retail and leisure industries. Benefiting from a depth of experience and expertise in delivering effective solutions for the high service needs of this market, the company is known as a provider of choice, achieving its sustained growth through word of mouth and referrals.

The company benefits from a strong service offering and clear delivery model. Its range of services encompasses Managed IT Services, which include the supply of leased lines and connectivity, Microsoft Licencing, AV and Cyber Security; IT Engineering Services, which covers site preparation through to installation and support; and Repair Services. The company's services are accessed through its 24/7 call centre and clients can also book onsite visits.

The business operates with a well-structured, highly experienced and loyal team of technical experts, featuring a dedicated core of Field and Workshop Engineers. The team works together with high levels of coherence and dedication to excellence, and a record of longevity with the company, with many working with the company for over a decade.

Highlights

- 25+ year trading record.
- Services delivered under contract account for 44% of revenue
- Well-established trade client base with high barriers to entry.
- Service offering catering to market with high service requirements.
- Specialism in the Hospitality, Retail and Leisure sectors.
- Highly skilled and experienced Engineering Team.



Financial Overview

F/Y:	2020	2021	2022	2023	2024
Sales revenue	£1,650,040	£1,732,356	£2,139,967	£3,493,016	£2,678,532
Gross profit	£543,717	£505,815	£830,527	£1,333,622	£879,891
<i>Percentage</i>	33%	29%	39%	38%	33%
Adjusted EBITDA	£157,975	£215,344	£157,508	£538,578	£112,079
<i>Percentage</i>	10%	12%	7%	15%	4%

- Directors' replacement cost is accounted for within the Adjusted EBITDA.

Offers Invited